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Trade Show and Mission Schedule

Illinois Department of
Commerce and Community Affairs
International Business Division

Illinois Automotive Trade Mission

September 15-24, 1996

*Hungary, Czech Republic,
Poland, and Slovenia*

The International Business Division of the Illinois Department of Commerce and Community Affairs and the Automotive Exporters Council will organize an Eastern European automotive trade mission. This will include industry programs and individual appointments with private industry and key government contacts. The Illinois Automotive Trade Mission will follow the AUTOMECHANICA'96 show in Germany. This trade mission presents Illinois firms with the opportunity to meet representatives, distributors and buyers in a market which has a large pent-up demand and high-receptivity for U.S. products.

Contact: Laura Skoko, 312/814-6035

TDD, 800/419-0667

POLAGRA

September 19-24, 1996

Poznan, Poland

Held annually, POLAGRA is the major agro-industrial trade show for companies targeting Central and Eastern Europe. In 1995, POLAGRA attracted 270,000 visitors from 32 countries. POLAGRA'96 will be comprised of all products related to the agricultural and food industries, excluding live animals. POLAGRA'96 will include the following product categories: food processing equipment, machines and equipment for field, horticulture, green house, orchard and forest cultivation; agricultural produce and foods; seeds, seedlings and flowers; machines and equipment for animal husbandry, and chemicals.

Contact: Iwona W. Bochenska, 312/814-6029

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South African International Trade Expo (SAITEX'96) *

October 22-26, 1996

Johannesburg, South Africa

This is the fourth consecutive show for American made products in South Africa, this year forming an integral part of the South Africa International Trade Exhibition, SAITEX'96. SAITEX is the largest annual multi-sector international trade fair in Southern Africa and offers Illinois exhibitors an ideal springboard to enter the exciting market of the New South Africa and the rapidly developing markets of the Sub-Sahara Africa. Some 1,500 exhibitors, including 200 from the USA, are expected at SAITEX'96, as well as more than 40,000 business visitors.

Contact: Charles Reed, 312/814-2091

TDD, 800/419-0667

* **MDCP Grant program**

MEDICA'96 *

November 20-23, 1996

Dusseldorf, Germany

MEDICA'96 is the world's largest medical trade fair with more than 750,000 sq. ft of exhibition space within 12 exhibit halls. The 2,000 plus exhibitors will showcase the world's leading health technologies. The USA Pavilion again offers a full service package ensuring high visibility in the international healthcare arena. During the last two years, foreign exhibitors at MEDICA have increased by 60%, a trend rapidly increasing. MEDICA'96 is the European showcase and front-runner for the global medical markets.

Contact: Laura Skoko, 312/814- 6035

TDD, 800/419-0667

* **MDCP Grant program**

Machine Tool Show (MTA)

November 26-30, 1996

Singapore

The 9th Asian International Machine Tool and Metalworking Exhibition and the Asian International Automated Manufacturing Technology and Robotics Exhibition (MTA) will provide your company with an excellent means to gain exposure and key contacts in this growing Asian market. Because of its comprehensive scope, MTA has consistently attracted top quality regional buyers who are decision makers or have a key role in specifying or influencing decisions to buy equipment, systems and technical expertise. With over 21,000 annual visitors, more than one-quarter from overseas, MTA is the primary venue for distributing your products in Asia.

Contact: Coordinator, 312/814-7164

TDD, 800/419-0667

COMDEX/ComExpo '97 *

February 11 -15, 1997

Mexico City, Mexico

Informatics is one of the fastest-growing areas in the Mexican market. COMDEX/ComExpo'97 is Mexico's premier informatics exposition and conference for computer, networking, and telecommunications. COMDEX/ComExpo will be held concurrently with WINDOWS WORLD, Mexico'97, produced in cooperation with Microsoft Mexico. With over 60,000 annual attendees and over 700 exhibitors, COMDEX/ComExpo will provide your company with access to qualified buyers,, agents, and distributors in this growing market.

Contact: Mary Anne Brown-Rogério, 312/814-2089

TDD, 800/419-0667

* MDCP Grant program

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SALMED *

March, 1997

Poznan, Poland

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Held annually, the International Trade Fair of Medical Equipment **SALMED**, ranks among the oldest specialized trade fairs organized by the Poznan International Fair. Held in conjunction with the Ministry of Health and Social Care, **SALMED** is the rendezvous for Eastern European buyers, agents and distributors of medical equipment and instruments.

In 1994, more than 500 firms from 15 countries exhibited, with over 28,000 trade visitors in attendance. **SALMED** will include products such as: dentistry equipment, surgical equipment, medical materials, veterinary products, pharmaceuticals, medical information technology, and the logistical equipment required by health service institutions to operate effectively.

Contact: Iwona W. Bochenska, 312/814-6029

TDD, 800/419-0667

* **MDCP Grant program**

REP-COM

March 27-29, 1997

Monterrey, N.L., Mexico

Modeled after the highly successful **REP-COM** show in Mexico City, **REP-COM'97** is designed to assist U.S. manufacturers in locating agents and distributors in Monterrey, Mexico's second largest industrial city. In its 4th consecutive year, **REP-COM** Monterrey has earned the well-served reputation as the premier show in Monterrey for U.S. companies seeking agents or distributors. Monterrey is the seat of the most powerful industrial conglomerates in Mexico, and is the Mexican headquarters of many international companies. In addition to the trade show, individual appointments will be arranged with potential agents, distributors, licensees and joint-venture partners.

Contact: Mary Anne Brown-Rogério, 312/814-2089

TDD, 800/419-0667

INPOCO *

April, 1997

Seoul, Korea

The INPOCO Environmental International Trade Fair offers Illinois companies the opportunity to meet environmental buyers, agents, distributors and decision makers from across the Asian Pacific. This annual trade fair is sponsored by the Korean Environmental Association and is the largest of its kind in Korea. The environmental market in Korea and the Asian Pacific has tremendous opportunities and INPOCO will offer an ideal sales and marketing venue for both experienced and new-to-market companies.

Contact: Coordinator

312/814-7164

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* **MDCP Grant program**

Made in USA'97

May 27-29, 1997

Brussels, Belgium

This show will highlight only U.S. made products and services. United States companies active in the following industry sectors will be highlighted: hi-tech sectors, computer equipment and software, medical equipment and supplies, telecommunications, aviation and space technology, laser technology, and security equipment. Visitors will be drawn from the entire European Community as well as parts of Central and Eastern Europe.

Contact: Charles Reed

312/814-2091

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AutoChina *

June, 1997

Shanghai, China

Auto China'97 will be the 13th annual International Trade Show held in China since its inception in 1985. Auto China is the largest exhibition of auto parts, accessories, and related manufacturing technology held in China. With the tremendous growth of infrastructure development in the Asian Pacific countries, transportation technologies, equipment and parts are in tremendous demand. This exhibition offers Illinois firms the opportunity to meet decision makers in what is forecasted to be the 3rd largest automotive market in the world by 2010.

Contact: Thomas W. Hagle

312/814-4959

TDD, 800/419- 0667

* **MDCP Grant program**

CATALOG SHOWS

Expo Metal Mecanica/ Ambientec '96

Guadalajara, Jal., Mexico

September 11-14, 1996

Contact Coordinator: 312/814-7164; TDD, 800/419-0667

Marketing USA

Catalog Show

Bangkok, Thailand; Kuala Lumpur, Malaysia; Sydney, Australia and Manila, Philippines. September, 1996

Contact Coordinator: 312/814-7164; TDD, 800/419-0667

U.S. Trade/Catalog Days

Israel, Turkey and Greece

November, 1996

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U.S. Trade/Catalog Days

South America

November, 1996

Contact Coordinator: 312/814-7164; TDD, 800/419-0667

U.S. Trade/Catalog Days

Geneva, Switzerland

Fall, 1996

Contact Coordinator: 312/814-7164; TDD, 800/419-0667

U.S. Trade/Catalog Days

Copenhagen, Denmark and Stockholm, Sweden

February, 1997

Contact Coordinator: 312/814-7164; TDD, 800/419-0667

Illinois Catalog Show

Beijing, China: April 28-29, 1997

Shanghai, China: May 1-12, 1997

Hong Kong: May 5-6, 1997

Taipei, Taiwan: May 8-9, 1997

Contact Coordinator: 312/814-7164; TDD, 800/419-0667

Industria'97

Budapest, Hungary

May 27-31, 1997

Contact Coordinator: 312/814-7164; TDD, 800/419-0667

Intrade

Birmingham, England

June, 1997

Contact Coordinator: 312/814-7164; TDD, 800/419-0667

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